



Mr. Richard C. Radawicz

BACKGROUND

Dick Radawicz is an executive with over forty years experience in Domestic and International Program Management; Systems Acquisition; Supply Chain Management; Policy Development; Strategic Planning; Government Contract Management; Business Development; Tactical Military Operations and Senior Military Staff Assignments.

AREAS OF EXPERTISE

Mr. Radawicz has personal experience in the areas of:

- Supply Chain Management (SCM)
- Component maintenance, repair and overhaul (MRO)
- Order fulfillment and customer service
- Automated warehousing systems
- System engineering design and integration
- Domestic and Foreign Military Sales (FMS)
- Strategic sourcing and procurement
- Government contracting
- Airborne satellite communications development
- Classified / high security program management
- eBusiness & Information Technology (IT) strategy
- IT intensive project management
- IT systems selection & deployment
- System modernization

CAREER EXPERIENCE

Prior to founding RCR Business Consultants, LLC, a Colorado-based management consulting firm, Mr. Radawicz' previous career experience includes operations and management positions in both the public and private sector, including:

Consulting Experience

RCR Business Consultants, LLC, Erie, Colorado

President and Chief Analyst, consulting to the Aerospace Industry in the areas of Program Management, Contract Management and Business Development. Primary customers included Lockheed Martin Aeronautics Company, Global Supply Chain Services (LM GSCS, Greenville, SC and Johnstown, PA) and First RF Corporation, Boulder, CO – 2006 to 2009.

Beginning in August 2006, provided Strategic Planning, Program Management, Contracts Analysis and Business Development support to GSCS (formerly Supply Support Programs). Also provided direct support to LM as Deputy Tiger Team Lead, investigating subcontractor performance that had put the Australian P-3 program, as well as follow-on business with the Government of Australia, at-risk.

Provided direct support to First RF as the Head of Advanced Programs Development. Mr. Radawicz was tasked to act directly on the company's behalf to identify and develop new business opportunities and to represent the company to the U.S. Government in the areas of advanced Radio Frequency (RF) antennas and systems.

Industry Experience

ATK Mission Research Corporation (ATK-MRC), Newington, Virginia & Lafayette, Colorado – 2003 to 2006

Responsible for development and implementation of management and business processes necessary to propel the Electro-Magnetics (EM) Business Sectors transition from a small to a large business strategic orientation. In February 2003 MRC graduated from its small business status and identified a requirement to modify many of its business processes. Mr. Radawicz developed and presented a strategy for the business transition for the EM Products Sector that was accepted by management for implementation under his direction. From March 2003 until his departure from ATK in September 2006, the primary focus of the business process implementation was on restructuring the EM business development organization and process, and the development and management of strategic business opportunities across the sector.



Raytheon Company – Falls Church, Virginia – 1998 to 2002

Provided senior program management of Raytheon business for the development of a congressionally mandated common ground control system for U.S. and Allied tactical unmanned aerial vehicles (UAVs) under a Naval Air Systems Command (PMA 263) Joint Service contract. As Acting Director, Raytheon Enterprise Information Systems, November 1999 through May 2000, provided day-to-day management over four service related business areas to achieve consolidated goals of \$83.8M in sales, \$81.8M in bookings, and \$7.6M in profit. As Director, Advanced Technology Applications, October 1998 to February 2001, provided senior management of all Industrial Prime Vendor (IPV) contracts. As President of the ALPINE Joint Venture Company, February 1999 to August 2000, directed a joint venture between Raytheon and GTE, BBN Technologies that developed advanced IT capabilities for DARPA in support of the Advanced Logistics Program (ALP).

TECOM Industries - Chatsworth, California/Erie, Colorado – 1994 to 1998

Directed the development and system integration of the T-4000 International Maritime Satellite (Inmarsat) high gain and T-4100, low gain antenna systems and their introduction into the highly competitive airborne satellite communications (SATCOM) markets. Prepared TECOM strategic business plans for domestic/international government/commercial business areas to identify new business and help determine marketing plans and corporate investment strategies.

Ball Aerospace - Broomfield, Colorado – 1991 to 1994

Identified market opportunities and directed a multi-company business development effort to move Ball and its partners into a major new business activity that integrated commercial airborne SATCOM technology and secure communications capabilities into a turn-key system.

BDM International - Arlington, Virginia – 1989 to 1991

Proposed and managed a strategic analysis for the Department of Defense to assess Command, Control, Communications and Intelligence (C3I) systems against changing national security priorities.

Government Experience

United States Air Force.

Tactical Fighter Operations and Senior Staff Officer (1968 - 1988);

Served as a U.S. Air Force F-4 Phantom Weapons Systems Officer (WSO), engaging in tactical air operations in Southeast Asia and Europe. During his Air Force career, Mr. Radawicz also held senior staff positions at HQ, United States Air Forces, Europe (USAFE), the Supreme Headquarters, Allied Powers Europe (SHAPE), the Organization, Joint Chiefs of Staff (JCS) and the Office of the Secretary of Defense (OSD). He was retired in 1988 with the rank of Lieutenant Colonel, USAF.

PROGRAM MANAGEMENT ENGAGEMENT ABSTRACTS

- Analyzed program growth and substantiated Lockheed Martin's (LM) claim for reasonable and equitable adjustment (REA) to the Integrated Prime Vendor (IPV) contract. Prior to engagement, the REA had been stalled for nearly one year, with LM performing the increased services without compensation. As a result of analysis developed, LM received a modification of the IPV contract valued at over \$15M for the three year base period, and over \$50M for the eight year term of the contract.
- As LM Deputy Tiger Team Lead, investigating subcontractor performance that had put the Australian P-3 program, as well as follow-on business with the Government of Australia, at-risk. Based on previous program management and manufacturing processes experience, determined the cause of the production delays and mapped out a get-well plan that was implemented to recover the program. On behalf of LM, briefed the Tiger Team findings and recommendations to the Chief of Procurement and his staff at the Australian Embassy, Washington, DC.
- Developed First RF Corporation proposals for classified programs with DARPA, US Army CECOM and the Air Force for the development of extremely accurate, low cost weapons guidance systems for the joint services, and advanced electromagnetic counter measure and counter-counter measure (ECM and ECCM) applications that are currently in service in Iraq and Afghanistan.
- Provided senior program management of business for the development of a congressionally mandated common ground control system for U.S. and Allied tactical unmanned aerial vehicles (UAVs) under a Naval Air Systems Command (PMA 263) Joint Service contract for Raytheon. The TCS program involved over 180 Raytheon and subcontractor personnel, was



initially valued at \$62M over the thirty-month life of the contract, but was not achieving program objectives. Six months after taking over as Program Manager, customer confidence had been restored; the scope of the contract was increased by \$11.2M, and the period of performance extended twelve months. In April 2002 the contract scope was increased by an additional \$21.1M, once again reflecting renewed customer confidence in Raytheon's ability to perform work under contract as well as take on additional tasking.

- Provided day-to-day management over four service related business areas to achieve consolidated goals of \$83.8M in sales, \$81.8M in bookings, and \$7.6M in profit at Raytheon Enterprise Information Systems. Directed the advancement of critical Information Technologies (IT) that resulted in the expansion of existing business and a number of new business "wins" in the Departments of Defense; Education; and Health and Human Services, as well as numerous state governments. Managed a working force of over 550 people located in eight remote operating locations across the country.
- Provided senior management of all Industrial Prime Vendor (IPV) contracts at Raytheon. Upon assignment, directed actions to recover failing aspects of the program and grew the program from two initial depot support sites to a total of six operational sites, achieving a 100% win rate for opportunities bid. Growth in the prime vendor business area was expanded from a \$40M two-year contract to a \$188M five-year contract during the first eighteen months under management. .
- Represented TECOM and the INMARSAT community at forums conducted by international air traffic control organizations, industry and governments in diverse locations including China, Japan, Australia, Korea, Brazil, the United Arab Emirates and the UK. Arranged international business partnerships that led to the sale of TECOM INMARSAT systems worldwide.
- Established a strategic alliance between TECOM and Honeywell, Inc. for SATCOM sales to U.S. and foreign government customers. Directed joint TECOM/Honeywell marketing that led to the selection of the SATCOM product line as the standard offering for U.S. DoD SATCOM users under a competitively awarded contract with the Defense Information Systems Agency.
- Directed the development and introduction of the TECOM IGA 2000 intermediate gain antenna (IGA) system. Competed for, and won, a thirty million dollar contract for the IGA 2000 as the antenna for the Rockwell Collins SAT 2000 Inmarsat AERO-I SATCOM system.
- As SATCOM Program Manager, fostered a demonstrate-before-sale commercial marketing approach at TECOM for government markets, which led to the installation of a TECOM Secure SATCOM system on the Air Force Chief of Staff's aircraft for in-flight evaluation only six weeks after the airborne demonstration was proposed. Directed international partnering efforts which led to the installation of the T-4000 antenna system on high profile platforms, including the Presidents of Russia's aircraft through Jet Aviation in Basel, Switzerland.
- Successfully directed the first major effort by Ball Aerospace to sell commercial off-the-shelf (COTS) systems to the U.S. Government under commercial terms and conditions. Efforts resulted in system sales for the U.S. Head-of-State (Air Force One) and the fleet VC-137 and C-20 aircraft.

INFORMATION TECHNOLOGY CONSULTING ENGAGEMENT ABSTRACTS

- Directed the efforts of geographically separated Raytheon and GTE staffs as they worked together to develop a leading edge IT system approach that could be applied to military logistics planning and execution under the Alpine joint venture that developed advanced IT capabilities for DARPA in support of the Advanced Logistics Program (ALP). The Advanced Logistics Program resulted in the development of a capability to do logistics planning for an operation the size of Desert Shield in approximately one hour, and provide real-time monitoring and adjustment during the execution phase of the operation.
- Proposed and managed a strategic analysis for the Department of Defense to assess Command, Control, Communications and Intelligence (C3I) systems against changing national security priorities. Final product was a revised C3I architecture and investment strategy for the DoD.
- Directed the development of the Raytheon IT system required to support the automated functions of the Industrial Prime Vendor (IPV) program at six military logistics centers. The primary system functionality supported automatic placement of thousands of replenishment orders each day, and also supported the automated receipt of material, invoice preparation for the government and payment to suppliers for material received. The IT system significantly increased supply chain management efficiencies and accuracy and contributed to Raytheon achieving a 100% win rate for the first six logistics center programs bid. The system has been continuously updated and is still in service today.
- Provided senior management of Raytheon business for the development of a congressionally mandated common ground control system for U.S. and Allied tactical unmanned aerial vehicles (UAVs) under a Naval Air Systems Command (PMA 263) Joint Service contract. This program was the first attempt to develop the IT based solution to allow a common controller to fly and control all UAVs, control their lethal and non-lethal payloads, and download and disseminate intelligence information over established service and national networks.
- Directed the advancement of critical Information Technologies (IT) at Raytheon for the processing of large volumes of data, such as the national student loan database, that resulted in the expansion of existing business and a number of new



Staff Resume

business "wins" in the Departments of Defense; Education; and Health and Human Services, as well as numerous State Governments.

EDUCATION

Mr. Radawicz holds a Master of Business Administration (MBA) degree from Auburn University, Alabama, and a Bachelor of Science degree in Industrial Administration from the University of New Haven, Connecticut.

Additional specialized training received by Mr. Radawicz includes:

- USAF Flight Training leading to an Aeronautical Rating of Navigator (1970).
- USAF Flight Instructor Certification (1971).
- USAF Flight Certification in the F-4 Phantom (1972).
- USAF Academic Instructor Certification (1981).

PROFESSIONAL AFFILIATIONS, AWARDS AND HONORS

Mr. Radawicz is a past member of the Air Force Association (AFA), the Armed Forces Communications-Electronics Association (AFCEA), The Electronic Warfare & Information Operations Association (AOC), The Association for Unmanned Vehicle Systems International (AUVSI), The Institute of Electrical and Electronics Engineers (IEEE), the SHAPE Officers Association and the Red River Valley Fighter Pilots Association. His awards for management excellence include:

- The Al Gore "Hammer" Award and the Defense Logistics Agencies "Large Contractor of the Year" Award for IPV programs at Raytheon, 1999
- U.S. Defense Superior Service Medal, 1988
- U.S. Defense Meritorious Service Medal, 1985
- U.S. Air Force Air Medal (Multiple Awards), 1970 to 1972